

REP HEADLINE# 6247909 TRF# 324256
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 215-564-1206
CREDIT ADVISORY: AGENCY
ORDER WORKSHEET

FAX# 215 564 1103
CREDIT RISK !!!
HARRIS REPORT FROM REP
CHANGES *** WPXI-TV ***
AUG22/12 16.14

ADV # _____ ADV. NAME IBS/SEIU
AGY # 02541 AGY. NAME WATERFRONT STRATEGIES

3050 K ST NW,
WASHINGTON, DC 20007

ORDER # _____ CONTRACT # 6247909

REP. # _____ OFF. # 18 SALESMAN # _____
BUYER NAME DAN NAGELBERG
SALES PRSN WA- CHERYL BLAIR

PRDCT SEIU 09/04 EST#1438 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES SEP4/12 - SEP17/12 WK-2

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____

DATE AUG22/12 16.14

REP: TO JEN
FR CHERYL
HIATUS 9/11
TTL SAME
PLS CNF THANKS

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
HIATUS 9/11

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
1	E		1000A-1100A	30		\$350.00	9/4	9/7	2		TU-F	2
AGENCY ADVERTISER CODE = 112												
AGENCY PRODUCT CODE = 119												
AGENCY EST# = 1438												
PROGRAM : ELLEN												
CON COM1: ELLEN												
2	E		1100P-1135P	30		\$2,000.00	9/4	9/7	2		TU-F	2
PROGRAM : 11 PM NEWS												
CON COM1: 11 PM NEWS												

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CHANGES *** WPXI-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
3	E		1200N-1230P	30		\$375.00	9/4	9/7	1	OK	TU-F	1
PROGRAM : CHANNEL 11 NOON NEWS												
CON COM1: CHANNEL 11 NOON NEWS												
4	E		530P-600P	30		\$800.00	9/4	9/7	1	OK	TU-F	1
PROGRAM : CH 11 EARLY NEWS												
CON COM1: CH 11 EARLY NEWS												
5	E		600P-630P	30		\$1,000.00	9/4	9/7	3	OK	TU-F	3
PROGRAM : CH 11 EARLY NEWS												
CON COM1: CH 11 EARLY NEWS												
6	E		600A-700A	30		\$800.00	9/4	9/7	3	OK	TU-F	3
PROGRAM : CHANNEL 11 NEWS AT 6AM												
CON COM1: CHANNEL 11 NEWS AT 6AM												
7	E		700A-900A	30		\$625.00	9/4	9/7	3	OK	TU-F	3
PROGRAM : TODAY SHOW												
CON COM1: TODAY SHOW												
14	A		1000A-1100A	30		\$350.00	9/10	9/14	2		M,W-F	2
PROGRAM : ELLEN												
CON COM1: HIATUS 9/11												
15	A		1100P-1135P	30		\$2,000.00	9/10	9/14	2		M,W-F	2
PROGRAM : NEWS												
CON COM1: HIATUS 9/11												
16	A		1200N-1230P	30		\$375.00	9/10	9/14	1		M,W-F	1
PROGRAM : NEWS												
CON COM1: HIATUS 9/11												
17	A		530P-600P	30		\$800.00	9/10	9/14	1		M,W-F	1
PROGRAM : NEWS												
CON COM1: HIATUS 9/11												

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18	A		600P-630P	30		\$1,000.00	9/10	9/14	3		M,W-F	3
PROGRAM : NEWS												
CON COM1: HIATUS 9/11												
19	A		600A-700A	30		\$800.00	9/10	9/14	3		M,W-F	3
PROGRAM : NEWS												
CON COM1: HIATUS 9/11												
20	A		700A-900A	30		\$625.00	9/10	9/14	3		M,W-F	3
PROGRAM : TODAY												
CON COM1: HIATUS 9/11												
SEP/12						41000.00						

CONTRACT TOTAL 41000.00
 TOTAL SPOTS 88



MARKET TOTALS \$170,833 WPXI 24% KDKA 28% WTAE 34% WPGH 11% CABL 0% WPCW 3% WPMY 0%
 SVC- NSI
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE